

# GREAT PLAINS CORPORATE PROFILE





# Great Plains

“Setting the pace through innovation.”





Salina, Kansas Campus



*"Setting the pace through innovation."*



*"Our Mission Statement guides us to use innovation and teamwork to Delight our Customers. It has helped us grow into an international company where satisfied customers are the core of our business."*

Linda Salem - President & CEO

M I S S I O N  
S T A T E M E N T:



*To Be a Company Where Innovation, Teamwork and a Desire to Improve Combine to:*

- Delight our Customers
- Provide a Rewarding Workplace for our Employees
- Generate Profits for Stability and Growth

# Kubota®



*Grain Drills, Air Drills, Planters, Tillage & Application Equipment*



*Farm, Landscaping & Turf Equipment*



*Coast-to-Coast Trucking*



*Distribution of Great Plains & Land Pride Equipment World-wide*



**GREAT PLAINS ACCEPTANCE CORP.**  
*Equipment Financing within the United States*

At Great Plains, our philosophy is built upon investing in state-of-the-art technology and talented people to design, engineer, and produce leading-edge implements and products. Our dedicated, hardworking employees take great pride in the products we produce for our customers.



# OUR TEAM

- **Over 1,500 Dedicated, Hardworking Employees**
- **State-of-the-Art Products**
- **Worldwide Distribution**
- **Automated Manufacturing**
- **Exceptional Product Development**
- **1.6 Million+ sq/ft of Plant Space (155,546 sq/meters)**



*"Great Plains Manufacturing achieves outstanding success as a result of the hard work and commitment to excellence of our dedicated employees."*

Amy Leavy - Human Resources Director







# Great Plains

"Harvest Starts Here."



*"At Great Plains, we have earned the reputation of standing behind our products. We know how important it is for our dealers to feel confident in selling products that are reliable, and to know that our support is available when assistance is needed."*

**David Disberger - President, Great Plains Division**



## **NATIONAL DEALER NETWORK**

Over 800  
Dealers across  
the U.S.



Great Plains executes an aggressive test plot regimen to make sure our products meet and exceed customer expectations



Great Plains attends equipment shows across North America and around the world



## INTEGRATED MARKETING

High-quality product literature, an extensive national ad campaign, and a comprehensive website



## INSIDE SALES & SERVICE



Our team of experienced Sales and Service technicians are available for support of all Great Plains products



*"Great Plains is a company where the entrepreneurial spirit is alive and well. Our products are built around customer feedback and our dealerships provide the highest level of service available to support the products we sell."*

Dan Bratt - Vice President of Sales



*"The Ag equipment industry is tough, but at Great Plains, we welcome the challenge each and every day to compete and earn our business. That competitive spirit is evident in the products we take to the market."*

Barry Weis - Marketing Manager

## SETTING THE PACE THROUGH INNOVATION

### 1970s Folding Grain Drills



First practical 3-section drill tough enough to be transported fully loaded.

### 1980s No-Till Drills



Innovative tracking on no-till hitches.

### 1990s Twin-Row Planting



Advanced planter row unit allows ultra-narrow rows.

### 2000s Vertical Tillage



Turbo-Till, a high-speed vertical tillage tool, is born.

### 2010s Advanced Fert. Placement



Nutri-Pro, an innovative 3-coulter precision fertilizer placement tool, debuts.

### AccuShot™ Fertilizer Placement System



**ACCUSHOT**  
the future of fertilizer placement.

## FIELD SERVICE



## PARTS



**97%** same-day shipments

We carry an extensive inventory of high-quality replacement parts to support our dealers and distributors



# SALINA



Robotic Welder



3S-3000 HD  
Grain Drill



- A. GP Trucking Headquarters
- B. Salina Plant 2
- C. Salina Plant 7
- D. Training Center
- E. Salina Plant 5
- F. Human Resources
- G. Conference Center
- H. Corporate Headquarters
- I. Salina Plant 1
- J. Parts Center

Great Plains' largest manufacturing complex is located in Salina, Kansas. With 567,258 sq/ft of plant area (52,699 sq/meters), the Salina facilities include two powder paint lines, two liquid paint lines, four lasers, two plasma punch units, ten robotic welding systems, a fully integrated CNC production machining department, and an up-to-date fabrication department.



*"Our dedicated team members, equipped with state-of-the-art technology, take great pride in safely producing the high quality products our customers expect."*

**Mike Eberwein**  
Salina Plant Manager



**60' Twin-Row Planter**

# SALINA

CONTINUED



## Salina Plant 1

353,000 sq/ft Plant Area (32,794 sq/meters)  
Fabrication, CNC Machining, Welding, Robotic Welding,  
Powder Paint, Assembly, and Parts Departments



## Salina Plant 2

60,778 sq/ft Plant Area (5,646 sq/meters)  
Welding, Liquid Painting, and  
Assembly Departments



Washer



Powder Painting



CNC Machine



Planter Assembly



Laser



### Salina Plant 5

93,600 sq/ft Plant Area (8,695 sq/meters)  
Shipping and Containerization Departments, Liquid Paint Line, Sprayer, Chisel, Air Drill, and Application Equipment Assembly Departments



### Salina Plant 7

59,880 sq/ft Plant Area (5,563 sq/meters)  
Laser and Planter Assembly Departments



Shipping



Robotic Welders



Welding Dept.



CNC Machining Dept.

# ELLSWO



# RTH

Located in Ellsworth, Kansas, this facility is Great Plains' largest tillage plant, with total square footage reaching 168,465 (15,650 sq/meters). Departments include Fabrication, Machining, Welding, Painting, Assembly, and Shipping. Opened in 2008, this plant incorporates the use of two Amada® Laser Systems and five robotic welders.



*"The staff at the Ellsworth plant will always strive for excellence in safety, efficiency, and quality."*

**Dale Wooten - Ellsworth Plant Manager**



**Turbo-Max®**



**Assembly Dept.**



**35' Turbo-Max®**

# TIPTON



In 2000, Great Plains acquired Kent Mfg., in Tipton, Kansas, and has since expanded the plant and the product line. This 78,993 sq/ft (7,338 sq/meters) combined facility is the home of Great Plains' Tillage Product Development Department.



Great Plains Tillage Product Development Building



*"Our team is committed to safely producing quality products that our customers can count on."*

Ian Frasier - Tipton Plant Manager



Field Cultivator



Assembly



Ultra-Till®

# ASSARIA



*Engineering Building*



*Bump Track*



*State-of-the-art  
Air-Pro® Planter  
Row Unit*



*Product Design Office*



*Prototype and Weld Fixture Building*



Great Plains moved its entire operation to Assaria, Kansas, in 1979. Since that time, production has been expanded out of Assaria to six other locations. Currently, Assaria is the home of the Great Plains Ag Division's Product Development Center. From Pro/ENGINEER professional design software to 3D printers that rapidly prototype components, the engineers there have all the tools and technology needed to keep the Great Plains Division innovative and advanced. This 87,953 sq/ft (8,171 sq/meters) facility houses a 6 CNC Machining Center.



3D Printer and sample part



"We understand that accurate seed placement is essential. That is why every Great Plains Grain Drill seeds with a time-proven technique we call the 'Science of Seeding'... providing you accurate seed placement for uniform emergence and optimum yield."

Greg Arnett - Division Engineering Manager



CNC Precision Mold Machining Center



Prototype Assembly

PRECISION TOOLING BUILT AT ASSARIA



CNC Machine Fixture



Plastic Injection Mold



Plastic Injection Mold



Foundry Core Box

PERFORMANCE TESTING



Stress Coat Testing



Bearing Seal Dust Box Testing Unit



Opener Mechanical Stress Test Unit



Seed Meter Development Test Stand



Bump Track Testing



**CONSISTENTLY LEADING THE WAY...**



*"Since our inception in 1986, Land Pride has blazed a path in introducing and manufacturing grounds maintenance equipment throughout North America. Land Pride is now a leading manufacturer of tractor mounted and skid steer mounted implements, as well as Zero-Turn Mowers."*

**John Quinley - President, Land Pride Division**

**NATIONAL DEALER NETWORK**

1,600 Dealers in North America



**NATIONAL PRESENCE**

Land Pride attends major shows across the country



**PROFESSIONAL SALES TEAM**



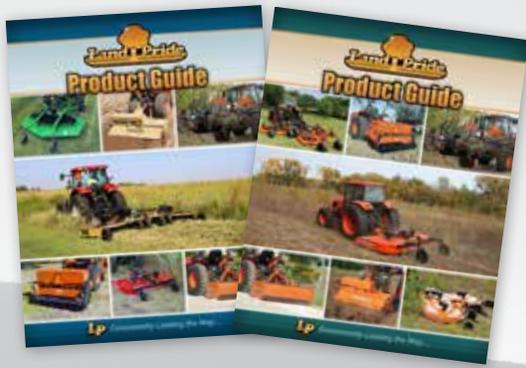
**PRODUCTS THAT FIT THE NEEDS OF COMPACT TRACTOR OWNERS**

Our understanding of product engineering and hydraulics combined with our extensive, in-the-field product development experience enable us to produce a full line of high-quality tractor implements that continues to expand in the marketplace



*"Our outstanding dealer network, coupled with the best sales team in the industry, assures that our customers receive the service they expect and deserve. Their satisfaction will always be our highest priority."*

**Mark Decker - V.P. of Sales**



## INTEGRATED MARKETING

High-quality product literature, an extensive national ad campaign, and a comprehensive website



Land Pride operates a machine shop and warehouse in Enterprise, Kansas, six miles southeast of its main plant in Abilene

## INSIDE SALES & SERVICE

Qualified Service Technicians are easy to reach by phone



## SERVICE PARTS

**97%** same-day shipments



**LP** CONSISTENTLY LEADING THE WAY...



*"We have worked hard to build the confidence of our dealer network through lasting relationships. Land Pride Territory Managers are the best in the industry in supporting customers before and after the sale."*

Bubba Simnacher - National Sales Manager



*"As a leader in our industry, Land Pride is committed to innovation, support, and value for our customers. If you look around, you'll quickly see why we say 'Land Pride is consistently leading the way'."*

Dee Warren - Marketing Manager

# ABILENE



Abilene Plant



Press Brake



Robotic Welder



Assembly

Located in Abilene, Kansas, this facility is Land Pride's largest plant at 191,102 sq/ft (17,753 sq/meters). Departments include Fabrication, Machining, Welding, Powder Painting, Assembly, and Shipping. Opened in 1989, this plant employs three Whitney Plasma-Punches, Amada® Laser System, a Trump Laser System, seven robotic welders, and several large-production presses ranging up to 600-ton capacity to produce a wide range of products.



*"A focus on quality guides all of our production. Our employees take great pride in producing great products that delight our customers."*

**Dana Dulohery - Abilene Plant Manager**

**Rotary Cutter**



**Rotary Tiller**



**CNC Machine**



**Grooming Mower**

# LUCAS



CONSISTENTLY LEADING THE WAY...



Lucas Plant



Folding Rotary Cutter



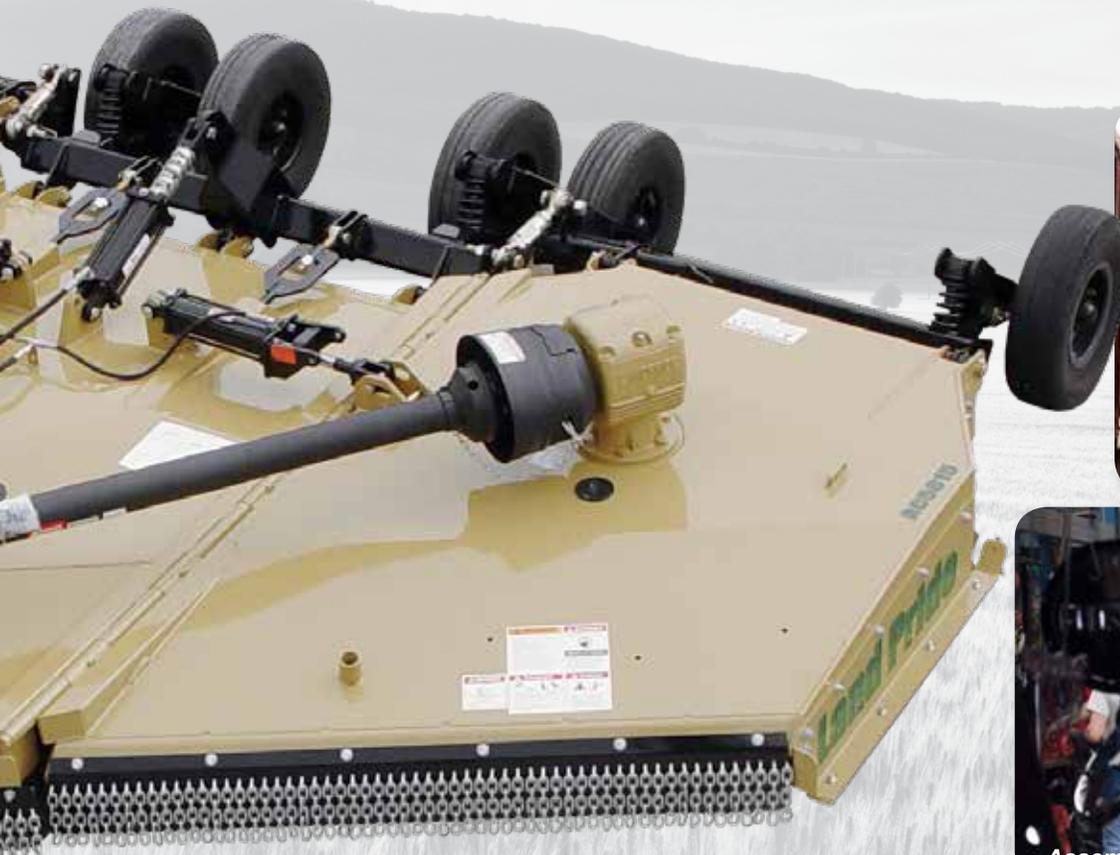
15' Rotary Cutter

Lucas, Kansas, has been home to this 139,976 sq/ft (13,004 sq/meters) plant since 1992. It's here that Land Pride's largest products are produced. This facility houses a paint line, six robotic welders, two Whitney Plasma-Punch machines, and a new Amada® Plate Laser .



*"Our plant is located in a small town in Central Kansas, where the 'hustle and bustle' is low, and the work ethic is high."*

Les Schneider - Lucas Plant Manager



Paint Dept.



Assembly Line



Whitney Plasma-Punch



Robotic Welding



Welding



CNC Laser



Shipping

# KIPP



CONSISTENTLY LEADING THE WAY...



*Box Scraper*



*Kipp Plant*



*Ditcher*

Producing a wide range of Land Pride products, the facility in Kipp, Kansas, utilizes three robotic welding systems and a 2-part liquid paint line. The Kipp facility is 38,785 sq/ft (3,603 sq/meters).



*"Many of our employees come from rural backgrounds, so they know and understand the products they build."*

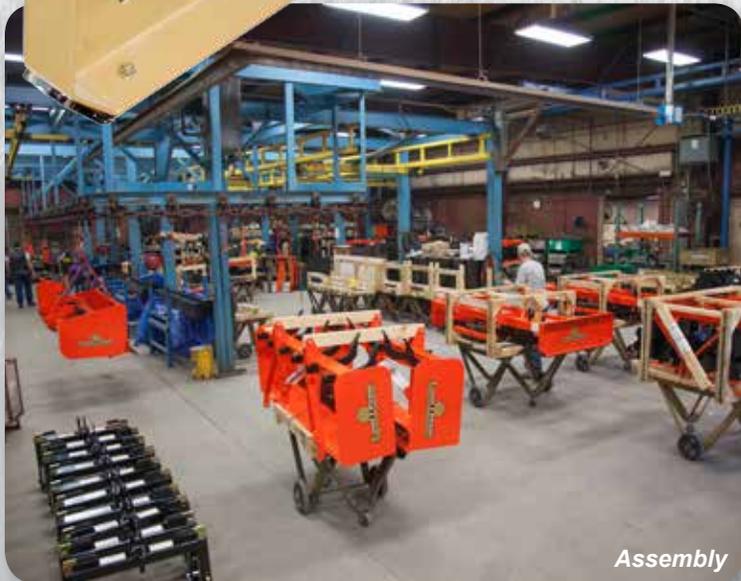
John Tinkler - Kipp Plant Manager



Grading Scraper



Rear Blade



Assembly



Robotic Welder



Fabrication



Shipping



Welding

# SALINA



CONSISTENTLY LEADING THE WAY...



*Engineering Station*

*Cutter Safety Testing*



*Prototyping*

*Engineering Facility*



Located one block from company headquarters in Salina, this 35,566 sq/ft (3,304 sq/meters) facility is home to Land Pride's Product Development Center. The facility features many industry-standard testing processes. Using Pro/ENGINEER design software, Land Pride develops a flow of new products to remain in a position of leadership.



*"In our Land Pride Product Development Department, we design and test new products to meet the safety, quality, and function required by the market."*

**Jeff Welsh - Engineering Manager**



**Rotary Cutter**



**Product Testing**



**Research & Development**



**Fixture & Prototype Shop**



**Weld Fixture Building**



# Great Plains International



*"Great Plains International continues to be a global leader, supplying quality products and innovative farming technology through our network of highly successful distributors. Our international team provides farmers with the products and the technology to increase yields and profits."*

Tom Bryan - President, Great Plains International Division

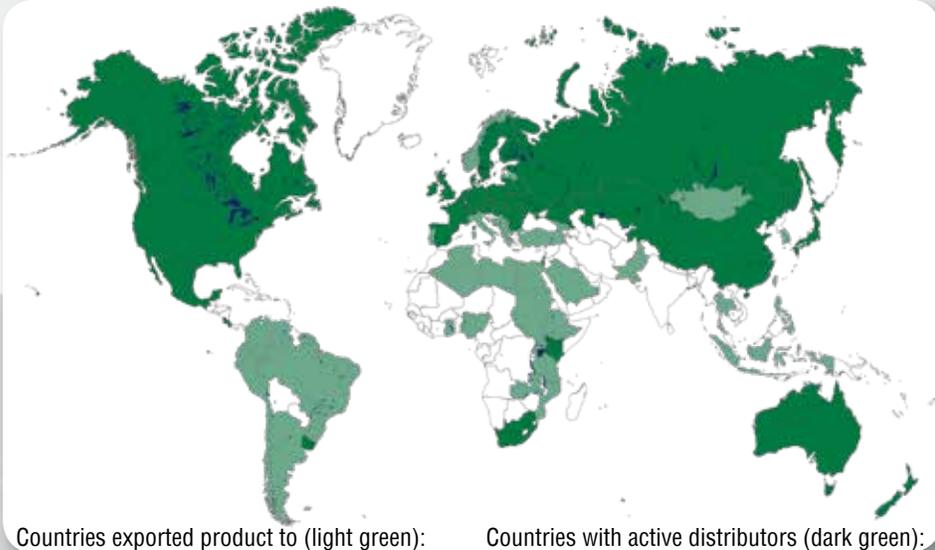


In 2017, Great Plains Ukraine opened a brand new facility near Kiev. The building is comprised of office space, a parts warehouse, and a seed lab for testing. A large exhibition hall, conference rooms, and an on-site demonstration field also make the facility perfect for dealer training and seminars.



## INTERNATIONAL PRESENCE

Great Plains International attends major shows around the world.



## International Philosophy

Our international objective is to always be in contention for a sale in a specific product field. We accomplish this by learning what the regional farming practices are, and then offering agronomic solutions to meet the differing needs of farmers in the area.

This emphasis on farmer needs has put our products in a strong position and helped us achieve significant growth. This strategy has resulted in a strong market presence in over 30 countries, and the establishment of subsidiary companies in Russia, Ukraine, and Bulgaria.



**Commitment to international dealers and customers is evident in the delivery of product. Great Plains has talented logistics experts, as well as engineers who design custom racks to tightly pack product into containers, ensuring freight costs are kept low and assembly overseas is as easy as possible.**



**Over the years, Great Plains has exported products to over 70 different countries around the world.**



# Great Plains Trucking

Every day of the year since 1981, Great Plains Trucking has been moving products safely across North America. GPT is one of our country's premier flatbed operations.



*"Great Plains Trucking is compiled of caring professionals with many years of experience in the trucking industry. We take pride in delivering the quality equipment manufactured by Great Plains and Land Pride to the dealer network, then returning with raw materials. We understand what an integral part of the sale the delivery is and we strive to make sure our customers are pleased as we deliver their products to their door."*

**Brett Weis - President, Great Plains Trucking Division**





*Truck Maintenance*



*Maintenance Facility*



*Fleetwatcher Technology*



*Late-Model Tractors*



*New Tractor Prep*

- Over 70 Tractors
- Over 130 Trailers
- Over 7 Million Miles Driven Each Year



*Covered Trailers*





# GREAT PLAINS ACCEPTANCE CORP.



*"GPAC is an Ag-based lender committed to growth in the Ag Industry by offering sound, tailored finance options to customers. Quick approvals, competitive rates, and flexible payment terms are all available through our dealers. Installment plans or rental plans give you the option of ownership or non-ownership."*

**Tim Henry - President & CFO**

## CUSTOM FINANCE OPTIONS

- Wholesale Financing
- Retail Financing



# HISTORY



Bob Hlad (Great Plains' first employee), Roy, and Roy's oldest daughter Penny, with the first Great Plains Grain Drill in 1976.



Great Plains' first product: a 30' Folding Grain Drill on the way to its first field test in the Fall of 1976.



Great Plains Plant from 1976 through 1979



The old Assaria High School Building, built in 1919, was the company headquarters from 1979 to 1995.

## TIMELINE

- 1976 — First Drill Sold
- Bishop St. Plant Opened
- 1979 — Assaria Plant Opened
- 1980 — Kipp Plant Opened
- 1981 — Salina Plants 1 & 2 Started  
— GP Trucking Started
- 1983 — Ausherman Line Acquired
- 1985 — First Export Sale
- 1986 — Land Pride Started
- 1989 — Abilene Plant Acquired  
— S2 Expands 8,500 sq/ft
- 1990 — Expansion at S1 Doubles Capacity
- 1992 — Lucas Plant Started
- 1995 — New Corporate Office Built
- 1996 — GP/LP Divisionalize
- 1997 — GP/LP Go Online  
— 38,500 sq/ft Expansion at Abilene Plant
- 2000 — Kent Manufacturing Acquired
- 2001 — 18,000 sq/ft Expansion at Lucas Plant
- 2005 — 72,000 sq/ft Expansion at Abilene Plant
- 2007 — LP/Kubota Alliance Announced
- 2008 — Ellsworth Plant Acquired
- 2009 — 115,000 sq/ft Expansion at Salina Plant 1  
— Lucas Plant Expands by 35,000 sq/ft
- 2010 — Sleaford, England Plant Acquired  
— Martin Harrow Line Acquired
- 2012 — 63,000 sq/ft Expansion at Salina Plant 5  
— Purchased New Tillage Engineering Building  
— 30,000 sq/ft Expansion at Ellsworth Plant
- 2016 — GP Celebrates 40 Years  
— LP Celebrates 30 Years  
— GP Acquired by Kubota



"Setting the pace through innovation."



**GP DIVISION OFFICE**

1525 E. North St.  
Salina, KS 67401  
(785) 823-3276

**SALINA PLANTS**

601 Idlewilde  
Salina, KS 67401  
(785) 823-2262

**ELLSWORTH PLANT**

910 E. 8th St.  
Ellsworth, KS 67439  
(785) 472-4777

**TIPTON PLANT**

607 Main St.  
Tipton, KS 67485  
(785) 373-4145

**GP PRODUCT DEVELOPMENT**

108 W. Second St.  
Assaria, KS 67416  
(785) 823-3276

[www.greatplainsag.com](http://www.greatplainsag.com)  
[www.verticaltillage.com](http://www.verticaltillage.com)  
[www.cover-crops.com](http://www.cover-crops.com)

**CORPORATE OFFICE**

1525 E. North St.  
Salina, KS 67401  
(785) 823-3276

[www.greatplainsmfg.com](http://www.greatplainsmfg.com)



**GPAC DIVISION OFFICE**

1525 E. North St.  
Salina, KS 67401  
(785) 823-3276



**GREAT PLAINS TRUCKING**

1621 Dewey  
Salina, KS 67401  
(785) 823-2261



**GREAT PLAINS INTERNATIONAL  
DIVISION OFFICE**

1525 E. North St.  
Salina, KS 67401  
(785) 823-3276

[www.greatplainsint.com](http://www.greatplainsint.com)



**LP DIVISION OFFICE**

1525 E. North St.  
Salina, KS 67401  
(785) 823-3276

**ABILENE PLANT**

1100 NW 8th  
Abilene, KS 67410  
(785) 263-2486

**LUCAS PLANT**

240 S. Greeley  
Lucas, KS 67648  
(785) 525-6128

**KIPP PLANT**

244 N. Hugh  
Kipp, KS 67401  
(785) 536-4626

**LP PRODUCT DEVELOPMENT**

1030 E. North St.  
Salina, KS 67401  
(785) 822-6770

[www.landpride.com](http://www.landpride.com)